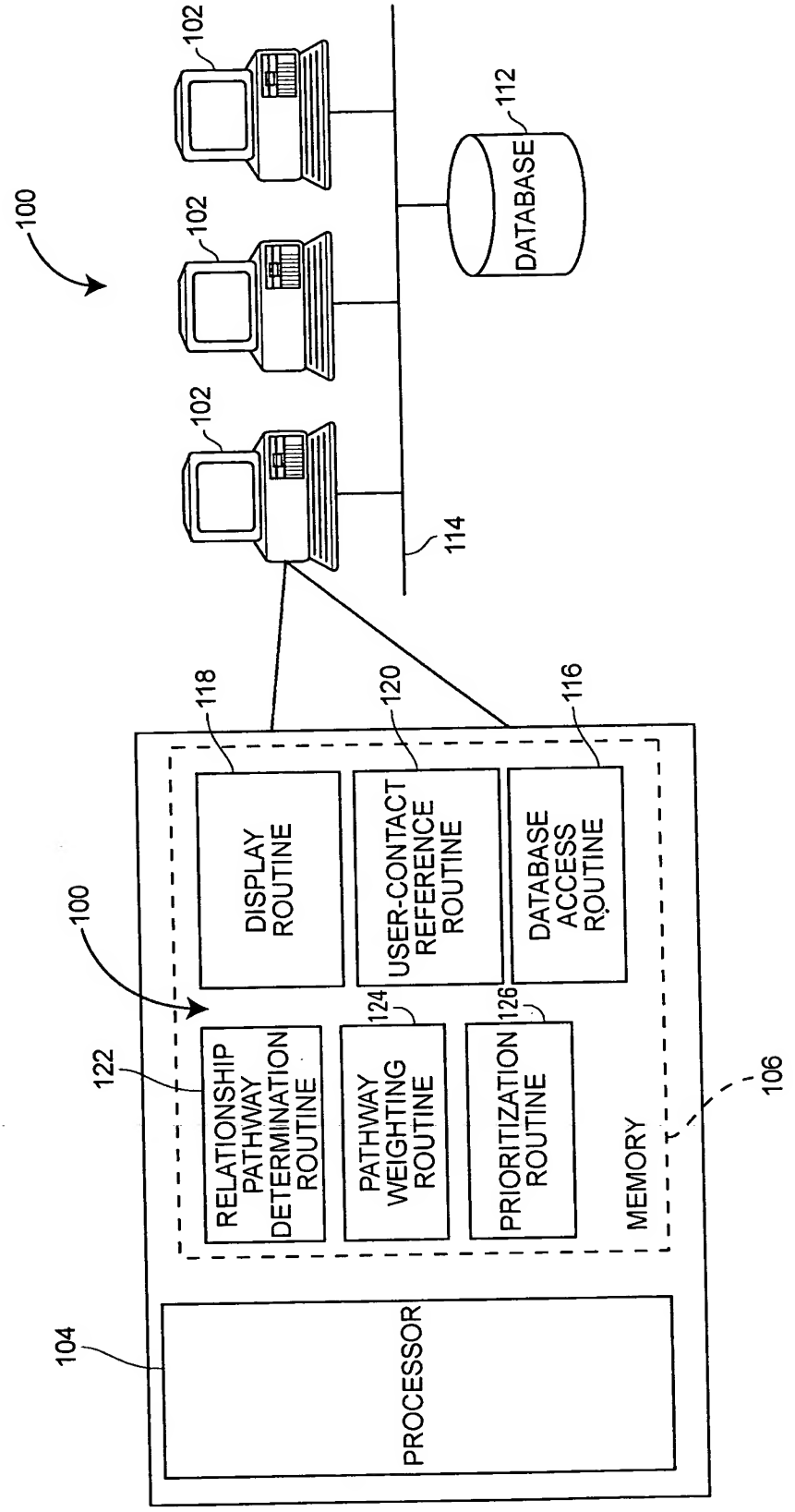
100
102
102
102
112
DATABASE
114
118
120
116
DISPLAY ROUTINE
USER-CONTACT REFERENCE ROUTINE
DATABASE ACCESS ROUTINE
100
122
RELATIONSHIP PATHWAY DETERMINATION ROUTINE
124
PATHWAY WEIGHTING ROUTINE
126
PRIORITIZATION ROUTINE
MEMORY
106
104
PROCESSOR

FIG. 1

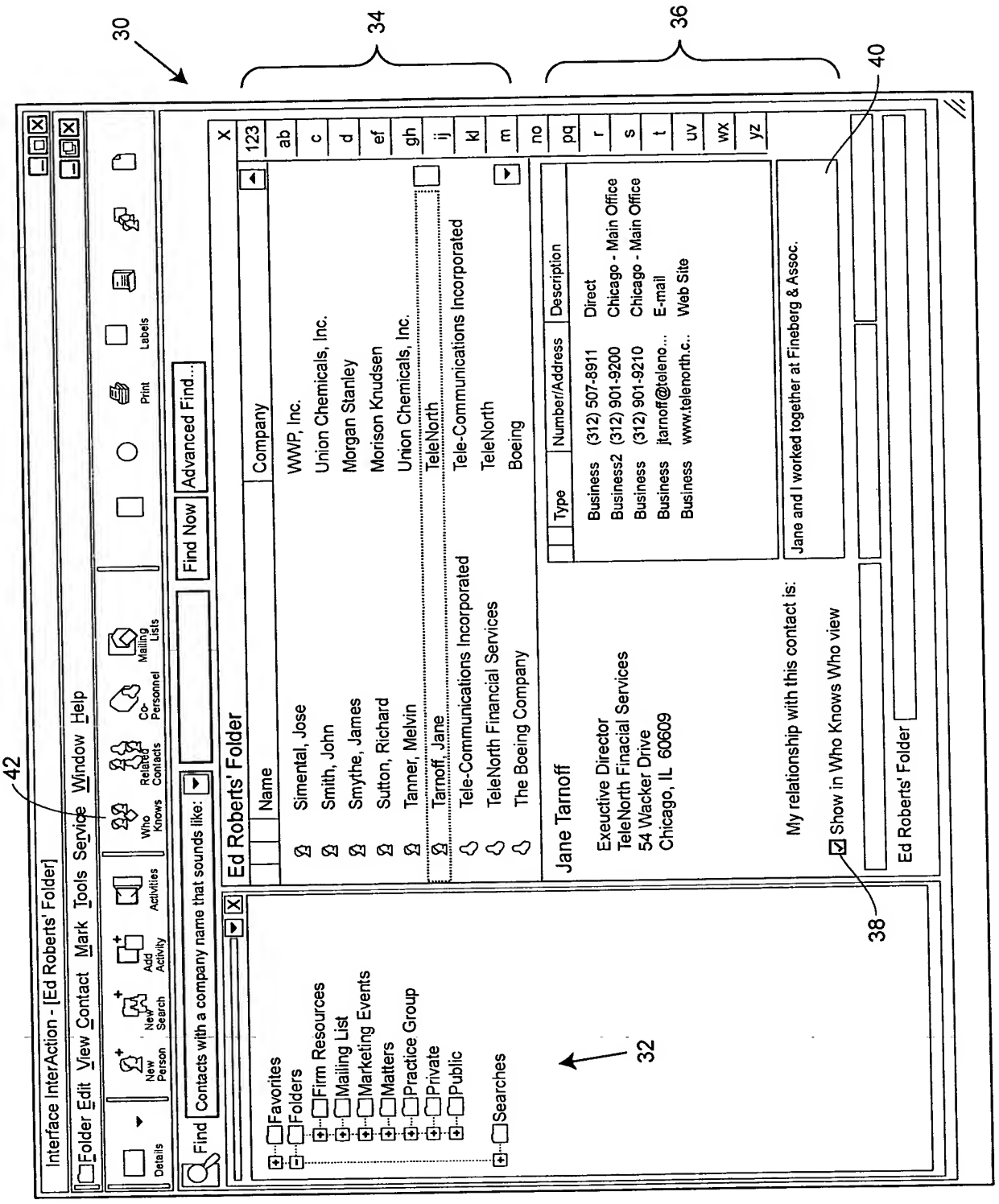
30
34
36
40
42
38
32
Interface InterAction - [Ed Roberts' Folder]
Folder Edit View Contact Mark Tools Service Window Help
Details
New Person
New Search
Add Activity
Activities
Who Knows
Related Contacts
Co-Personnel
Mailing Lists
Print
Labels
Find
Contacts with a company name that sounds like:
Find Now
Advanced Find...
Favorites
Folders
Firm Resources
Mailing List
Marketing Events
Matters
Practice Group
Private
Public
Searches
Ed Roberts' Folder
Name
Company
123
ab
c
d
ef
gh
ij
kl
m
no
pq
r
s
t
uv
wx
yz
Simental, Jose
Smith, John
Smythe, James
Sutton, Richard
Tanner, Melvin
Tarnoff, Jane
Tele-Communications Incorporated
TeleNorth Financial Services
The Boeing Company
WWP, Inc.
Union Chemicals, Inc.
Morgan Stanley
Morison Knudsen
Union Chemicals, Inc.
TeleNorth
Tele-Communications Incorporated
TeleNorth
Boeing
Jane Tarnoff
Exeuctive Director
TeleNorth Finacial Services
54 Wacker Drive
Chicago, IL 60609
Type
Number/Address
Description
Business (312) 507-8911 Direct
Business2 (312) 901-9200 Chicago - Main Office
Business (312) 901-9210 Chicago - Main Office
Business jtarnoff@teleno... E-mail
Business www.telenorth.c... Web Site
My relationship with this contact is:
Jane and I worked together at Fineberg & Assoc.
Show in Who Knows Who view
Ed Roberts' Folder

FIG. 2

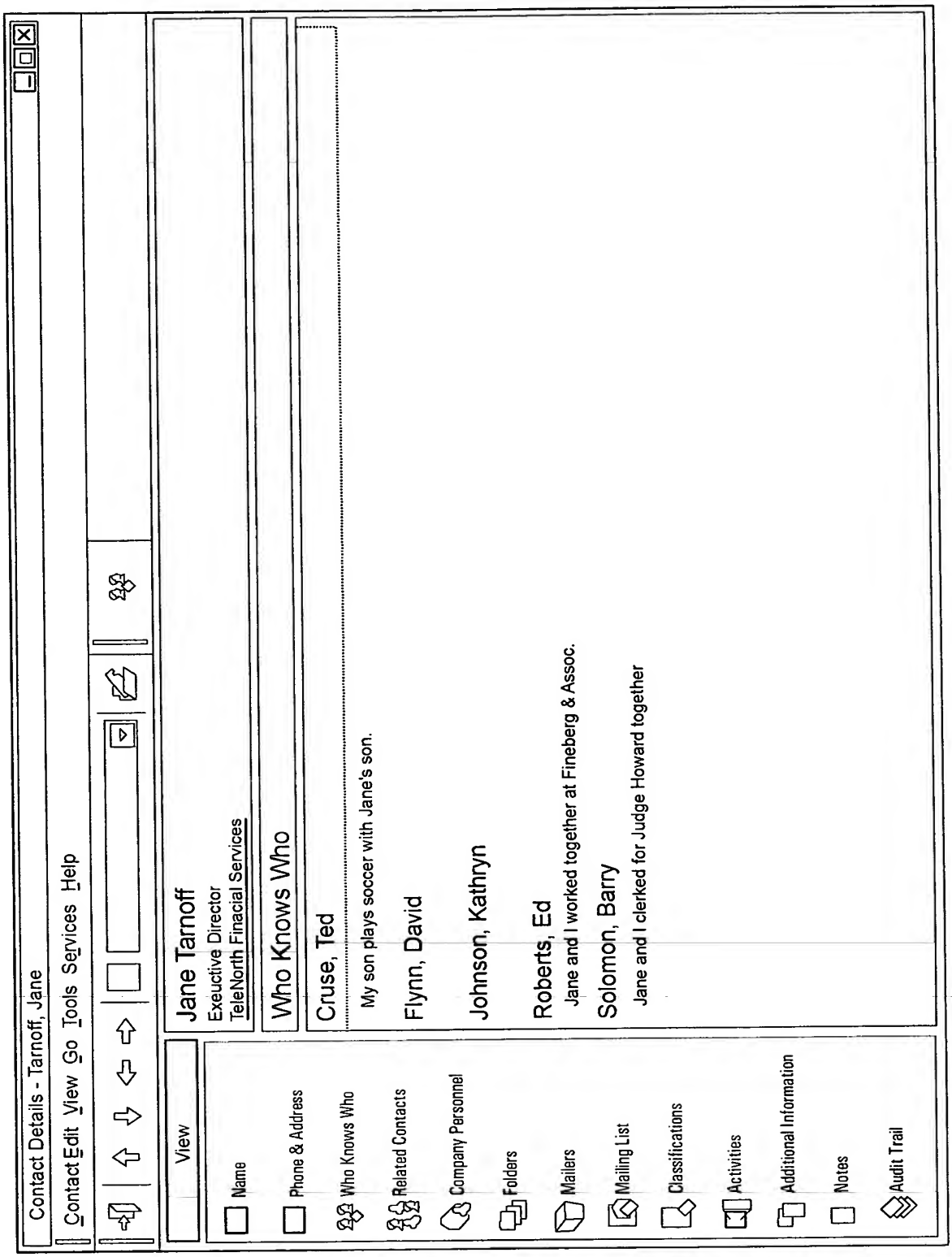
Contact Details - Tarnoff, Jane
Contact Edit View Go Tools Services Help
View
Name
Phone & Address
Who Knows Who
Related Contacts
Company Personnel
Folders
Mailers
Mailing List
Classifications
Activities
Additional Information
Notes
Audit Trail
Jane Tarnoff
Exeuctive Director
TeleNorth Finacial Services
Who Knows Who
Cruse, Ted
My son plays soccer with Jane's son.
Flynn, David
Johnson, Kathryn
Roberts, Ed
Jane and I worked together at Fineberg & Assoc.
Solomon, Barry
Jane and I clerked for Judge Howard together

FIG. 3

50

CONTACT-FOLDER PAIR	OPT-IN FLAG	RELATIONSHIP DESCRIPTION	RELATIONSHIP TYPE	RELATIONSHIP STRENGTH
01257/54341	X	Jane and I worked together at Fineberg & Assoc.	Business	7
01257/54251	X	My son plays soccer with Jane's son	Social	3
01397/54231	O	I went to high school with Frank	Personal	2
01243/54132	X	Ted is my brother-in-law	Family	10
01653/54521	X	I worked with Jim at McDonnell Douglas	Business	6

52 54 56 58 60

FIG. 4

70

CONTACT-USER PAIR	OPT-IN FLAG	RELATIONSHIP DESCRIPTION	RELATIONSHIP TYPE	RELATIONSHIP STRENGTH
01257/94341	X	Jane and I worked together at Fineberg & Assoc.	Business	7
01257/94251	X	My son plays soccer with Jane's son	Social	3
01397/94231	O	I went to high school with Frank	Personal	2
01243/94132	X	Ted is my brother-in-law	Family	10
01653/94521	X	I worked with Jim at McDonnell Douglas	Business	6

72 74 76 78 80

FIG. 5

INT_AUX_DIRECTORY

90

DIRECTORY_ID	INTEGER	NOT NULL
DIRECTORY_SRC_ID	INTEGER	NOT NULL
DIR_TYP_ID (FK)	INTEGER	NOT NULL
DIRECTORY_NM	VARCHAR (80)	NOT NULL
DIRECTORY_DESC	VARCHAR (254)	NULL
OWNER_ID	INTEGER	NOT NULL
CREATE_ID	INTEGER	NOT NULL
CREATE_DT	DATETIME	NOT NULL
LAST_EDIT_ID	INTEGER	NULL
LAST_EDIT_NM	VARCHAR (60)	NOT NULL
LAST_EDIT_DT	DATETIME	NOT NULL
FIELD_1	VARCHAR (60)	NULL
FIELD_2	VARCHAR (60)	NULL
FIELD_3	VARCHAR (60)	NULL
FIELD_4	VARCHAR (60)	NULL
CHANGE_DT	DATETIME	NOT NULL
TRAN_SRC_ID	INTEGER	NOT NULL
FLAG_INITIAL_IND	SMALLINT	NOT NULL
LARGE_DIR_IND	SMALLINT	NOT NULL
LISTING_TYP_IND	SMALLINT	NOT NULL
USAGE_IND	SMALLINT	NOT NULL
LIST_OWNERSHIP_SCOPE	SMALLINT	NOT NULL
SHARE_EXISTENCE_IND	SMALLINT	NOT NULL
AUDIT_IND	SMALLINT	NOT NULL
SHOW_FLAG_IND	SMALLINT	NOT NULL
DEFAULT_PF_ACCESS_IND	SMALLINT	NOT NULL
FLAG_DESC	VARCHAR (254)	NULL
SYS_ID	INTEGER	NULL
SYS_SRC_ID	INTEGER	NULL
SYS_IA_EDIT	INTEGER	NULL
RESERVED	VARCHAR (254)	NULL
timestamp	TIMESTAMP/DATE	NULL

FIG. 6

INT_AUX_DIR_LIST

92

CONTAIN_DIR_ID	INTEGER	NOT NULL
CONTAIN_DIR_SRC_ID	INTEGER	NOT NULL
LISTING_ID (FK)	INTEGER	NOT NULL
LISTING_SRC_ID (FK)	INTEGER	NOT NULL
OWN_DIR_ID (FK)	INTEGER	NOT NULL
OWN_DIR_SRC_ID (FK)	INTEGER	NOT NULL
CREATE_ID	INTEGER	NOT NULL
CREATE_DT	DATETIME	NOT NULL
LAST_EDIT_ID	INTEGER	NULL
LAST_EDIT_NM	VARCHAR (60)	NOT NULL
LAST_EDIT_DT	DATETIME	NOT NULL
FLAG_IND	SMALLINT	NOT NULL
EXISTENCE_IND	SMALLINT	NULL
EXISTENCE_DESC	VARCHAR (254)	NULL
CHANGE_DT	DATETIME	NOT NULL
TRAN_SRC_ID	INTEGER	NOT NULL
RESERVED	VARCHAR (254)	NULL
timestamp	TIMESTAMP/DATE	NOT NULL

FIG. 7

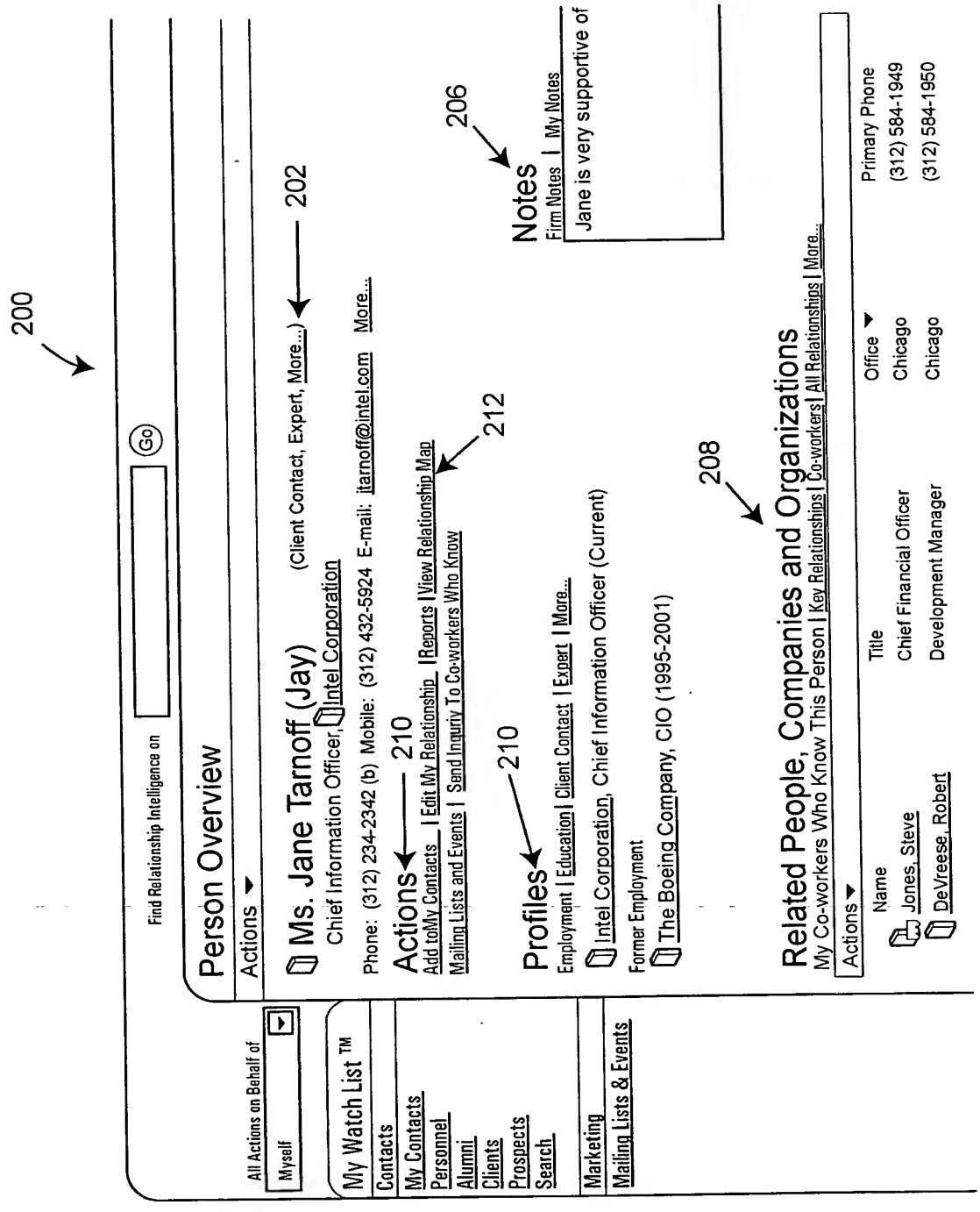
200
Find Relationship Intelligence on
Go
All Actions on Behalf of
Myself
My Watch List™
Contacts
My Contacts
Personnel
Alumni
Clients
Prospects
Search
Marketing
Mailing Lists & Events
Person Overview
Actions
Ms. Jane Tarnoff (Jay)
(Client Contact, Expert, More...)
202
Chief Information Officer, Intel Corporation
Phone: (312) 234-2342 (b) Mobile: (312) 432-5924 E-mail: itarnoff@intel.com More...
Actions
210
Add toMy Contacts | Edit My Relationship | Reports | View Relationship Map
Mailing Lists and Events | Send Inquiry To Co-workers Who Know
212
Profiles
210
Employment | Education | Client Contact | Expert | More...
Intel Corporation, Chief Information Officer (Current)
Former Employment
The Boeing Company, CIO (1995-2001)
Notes
206
Firm Notes | My Notes
Jane is very supportive of
208
Related People, Companies and Organizations
My Co-workers Who Know This Person | Key Relationships | Co-workers | All Relationships | More...
Actions
Name
Title
Office
Primary Phone
Jones, Steve
Chief Financial Officer
Chicago
(312) 584-1949
DeVreese, Robert
Development Manager
Chicago
(312) 584-1950

FIG. 8

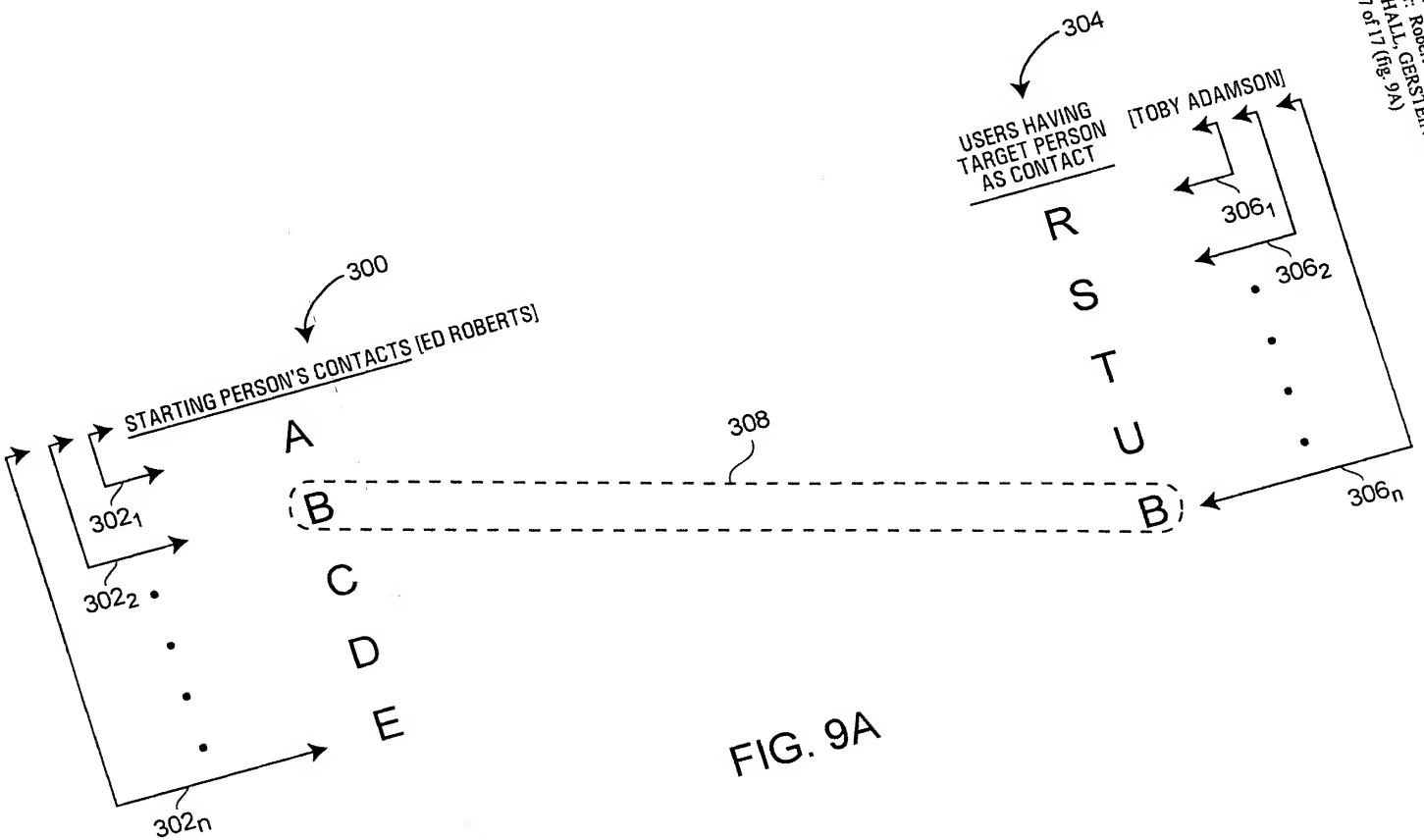
300
STARTING PERSON'S CONTACTS [ED ROBERTS]
A
B
C
D
E
302_1
302_2
302_n
308
304
USERS HAVING TARGET PERSON AS CONTACT
[TOBY ADAMSON]
R
S
T
U
B
306_1
306_2
306_n

FIG. 9A

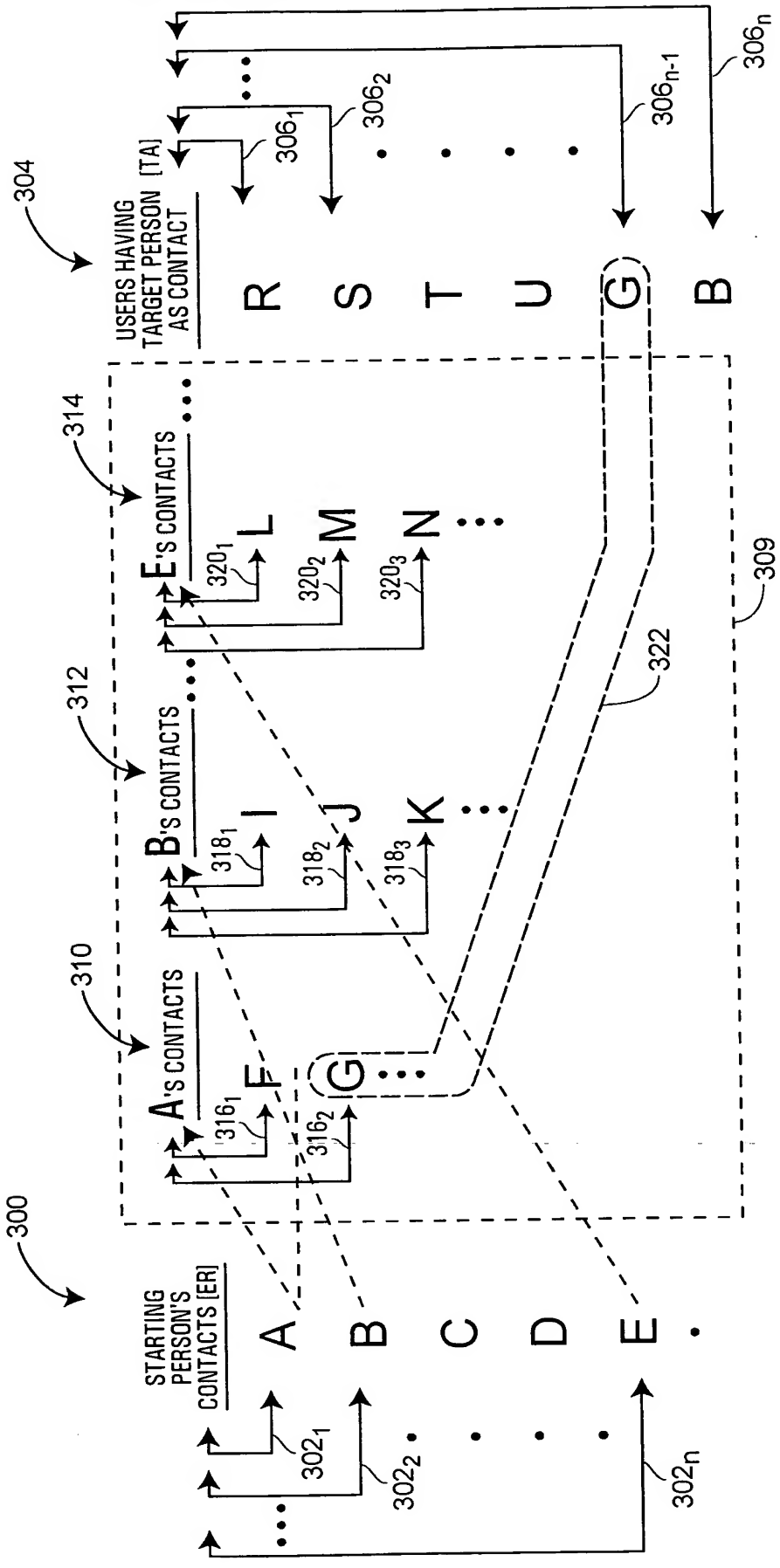
300
STARTING PERSON'S CONTACTS [ER]
A
B
C
D
E
302_1
302_2
302_n
310
A'S CONTACTS
316_1
316_2
F
G
312
B'S CONTACTS
318_1
318_2
318_3
I
J
K
314
E'S CONTACTS
320_1
320_2
320_3
L
M
N
304
USERS HAVING TARGET PERSON AS CONTACT
[TA]
306_1
306_2
306_{n-1}
306_n
R
S
T
U
G
B
309
322

FIG. 9B

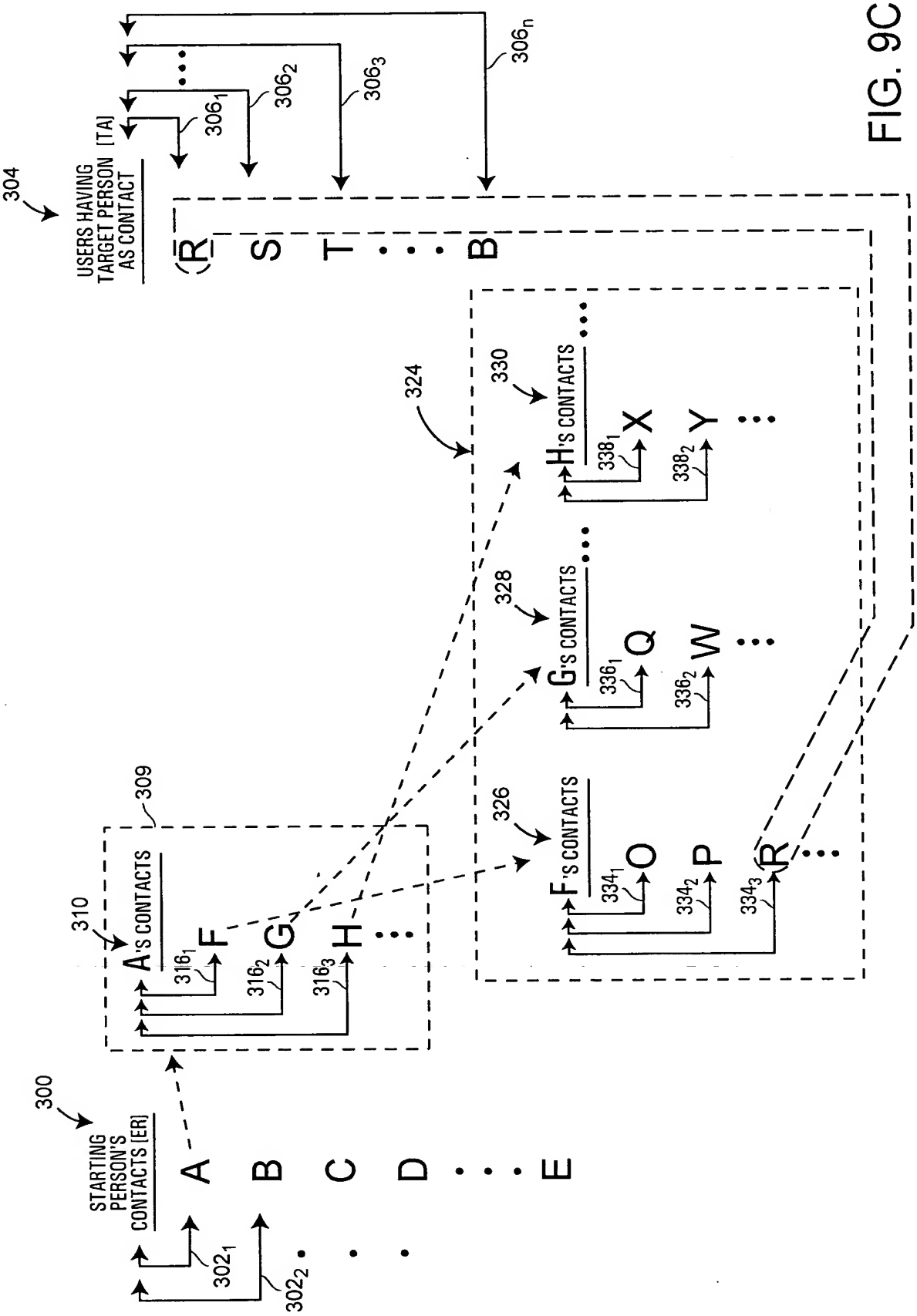
300
STARTING PERSON'S CONTACTS [ER]
A
B
C
D
E
302_1
302_2
309
310
A'S CONTACTS
F
G
H
316_1
316_2
316_3
304
USERS HAVING TARGET PERSON AS CONTACT [TA]
R
S
T
B
306_1
306_2
306_3
306_n
324
326
F'S CONTACTS
O
P
R
334_1
334_2
334_3
328
G'S CONTACTS
Q
W
336_1
336_2
330
H'S CONTACTS
X
Y
338_1
338_2

FIG. 9C

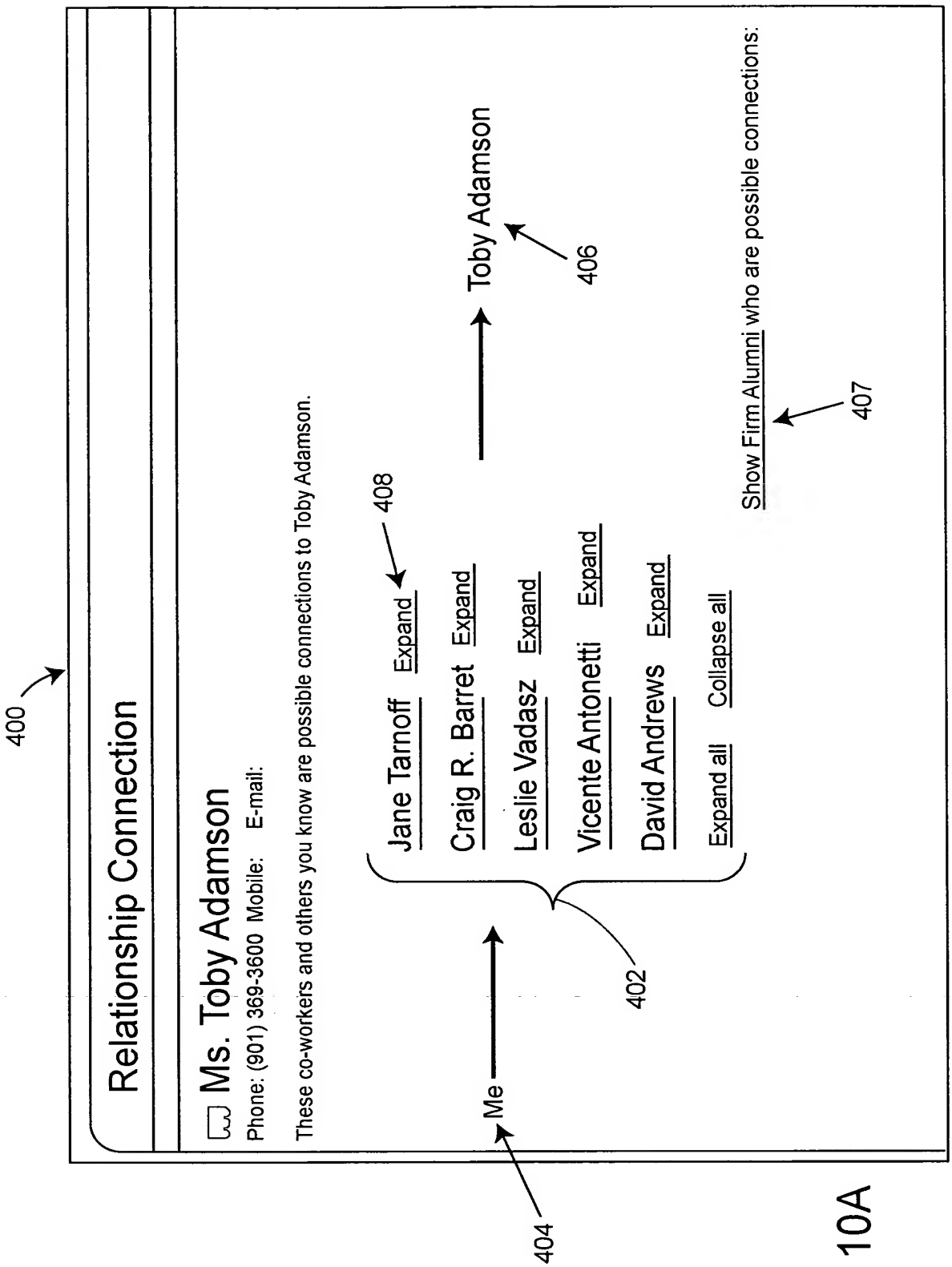
400
Relationship Connection
Ms. Toby Adamson
Phone: (901) 369-3600 Mobile: E-mail:
These co-workers and others you know are possible connections to Toby Adamson.
Me
404
Jane Tarnoff Expand
Craig R. Barret Expand
Leslie Vadasz Expand
Vicente Antonetti Expand
David Andrews Expand
Expand all Collapse all
402
408
Toby Adamson
406
Show Firm Alumni who are possible connections:
407

FIG. 10A

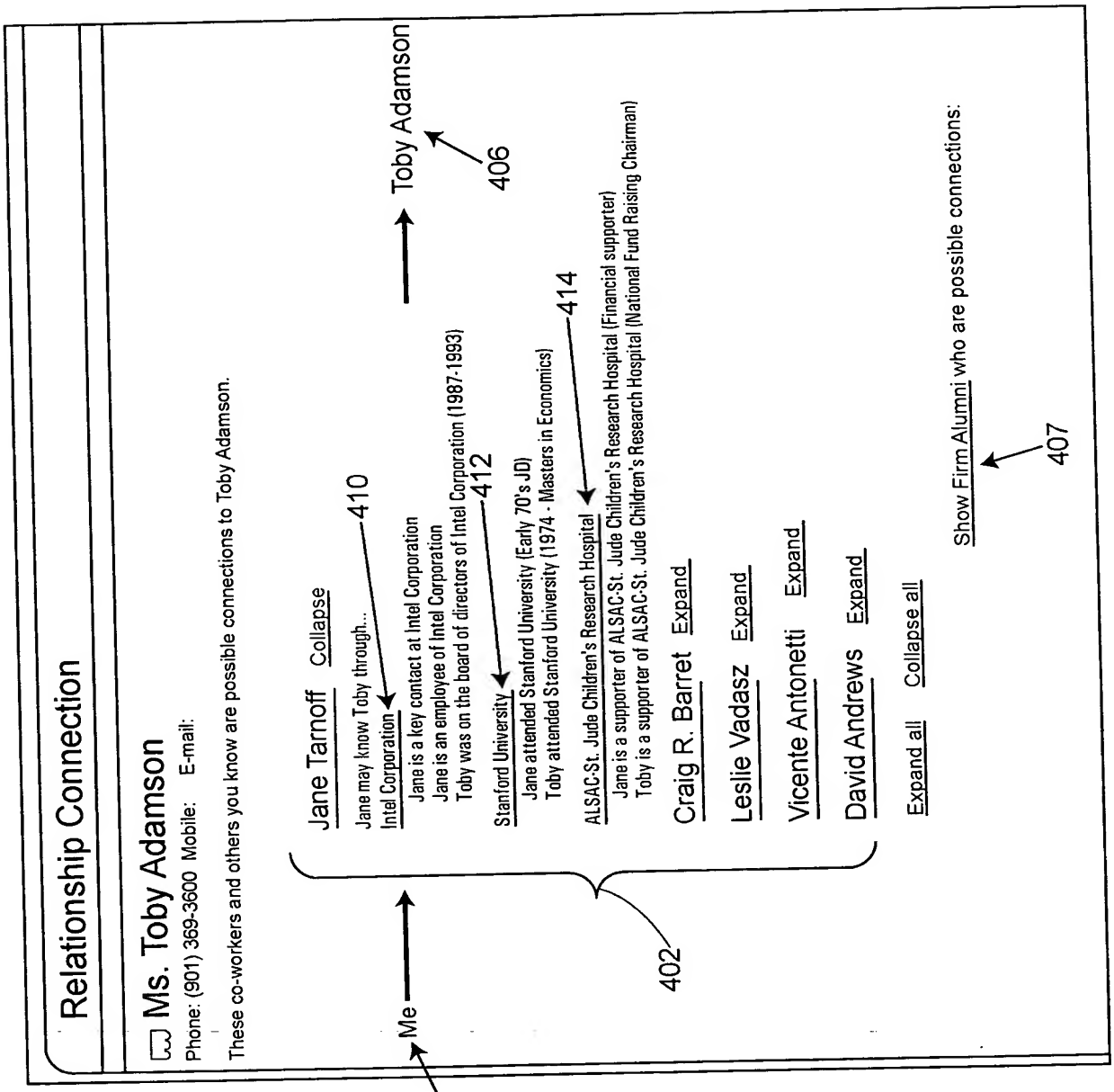
Relationship Connection
Ms. Toby Adamson
Phone: (901) 369-3600 Mobile: E-mail:
These co-workers and others you know are possible connections to Toby Adamson.
Me
Jane Tarnoff Collapse
Jane may know Toby through...
Intel Corporation
Jane is a key contact at Intel Corporation
Jane is an employee of Intel Corporation
Toby was on the board of directors of Intel Corporation (1987-1993)
Stanford University
Jane attended Stanford University (Early 70's JD)
Toby attended Stanford University (1974 - Masters in Economics)
ALSAC-St. Jude Children's Research Hospital
Jane is a supporter of ALSAC-St. Jude Children's Research Hospital (Financial supporter)
Toby is a supporter of ALSAC-St. Jude Children's Research Hospital (National Fund Raising Chairman)
Craig R. Barret Expand
Leslie Vadasz Expand
Vicente Antonetti Expand
David Andrews Expand
Expand all Collapse all
Show Firm Alumni who are possible connections:
Toby Adamson
404
402
410
412
414
406
407

FIG. 10B

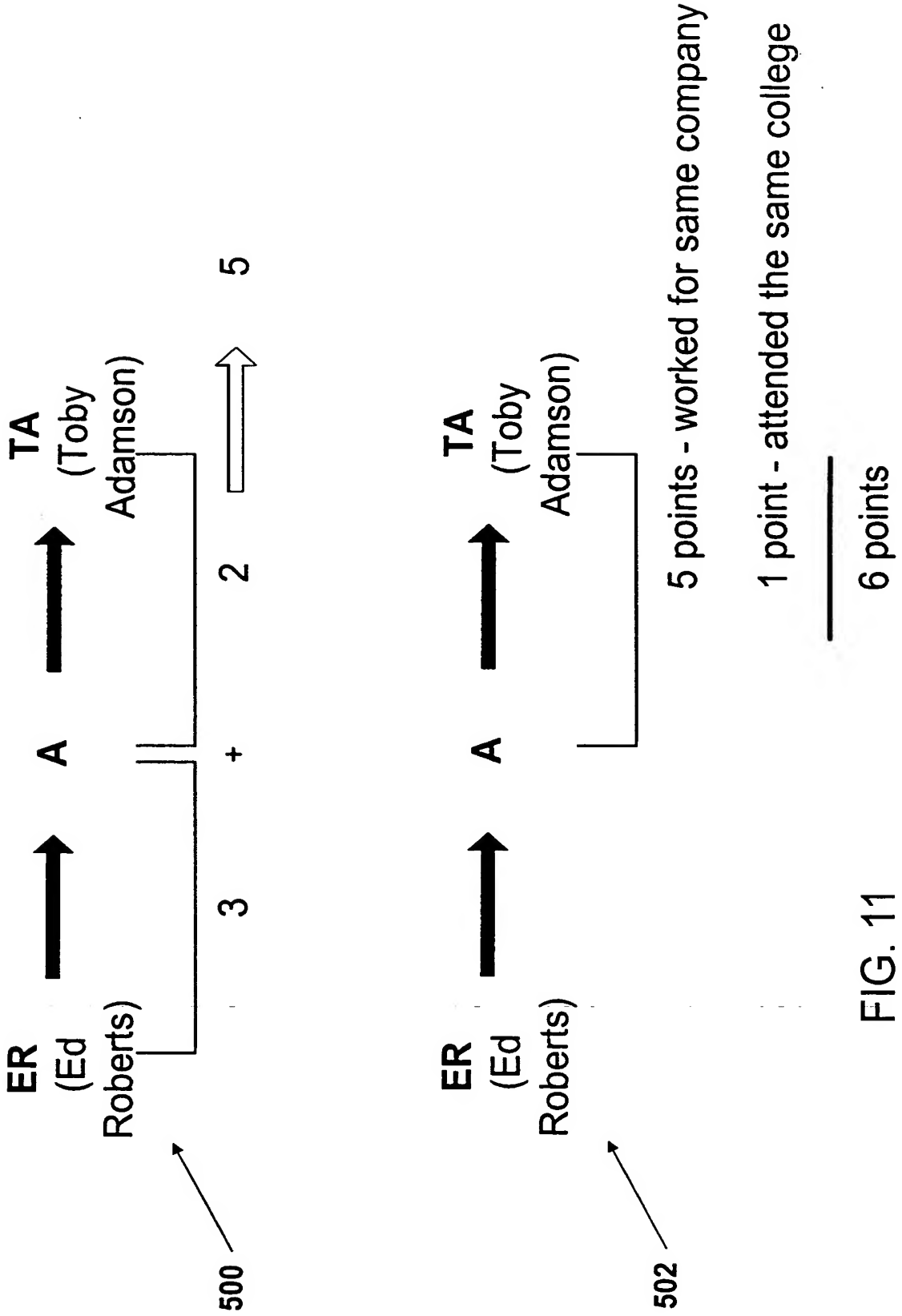
ER
(Ed
Roberts)
A
TA
(Toby
Adamson)
3
+
2
5
500
ER
(Ed
Roberts)
A
TA
(Toby
Adamson)
5 points - worked for same company
1 point - attended the same college
6 points
502

FIG. 11

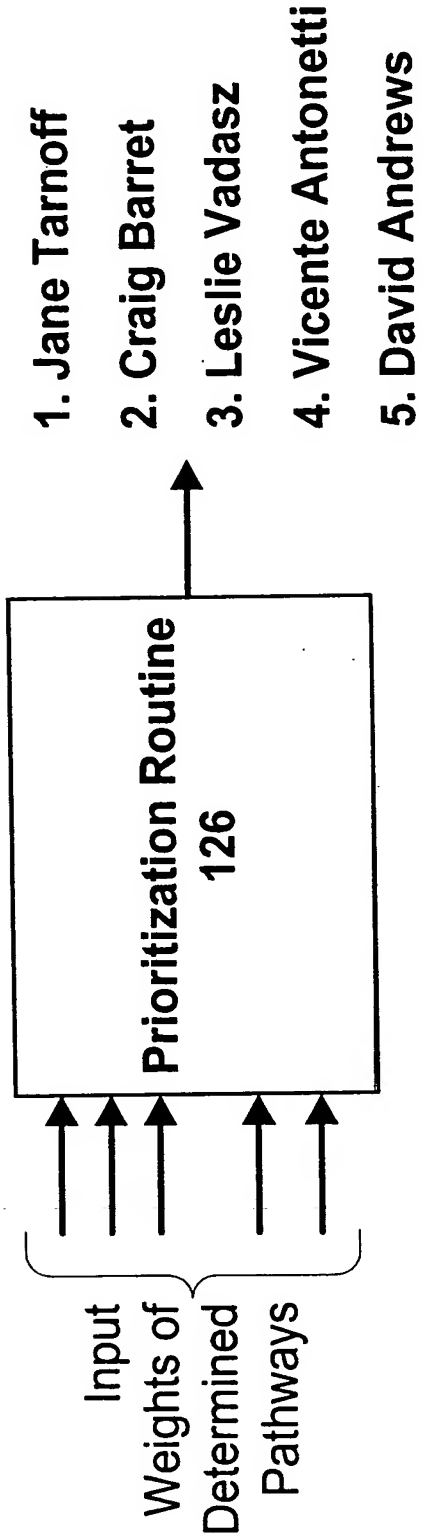
1. Jane Tarnoff
2. Craig Barret
3. Leslie Vadasz
4. Vicente Antonetti
5. David Andrews
Prioritization Routine 126
Input Weights of Determined Pathways

FIG. 12

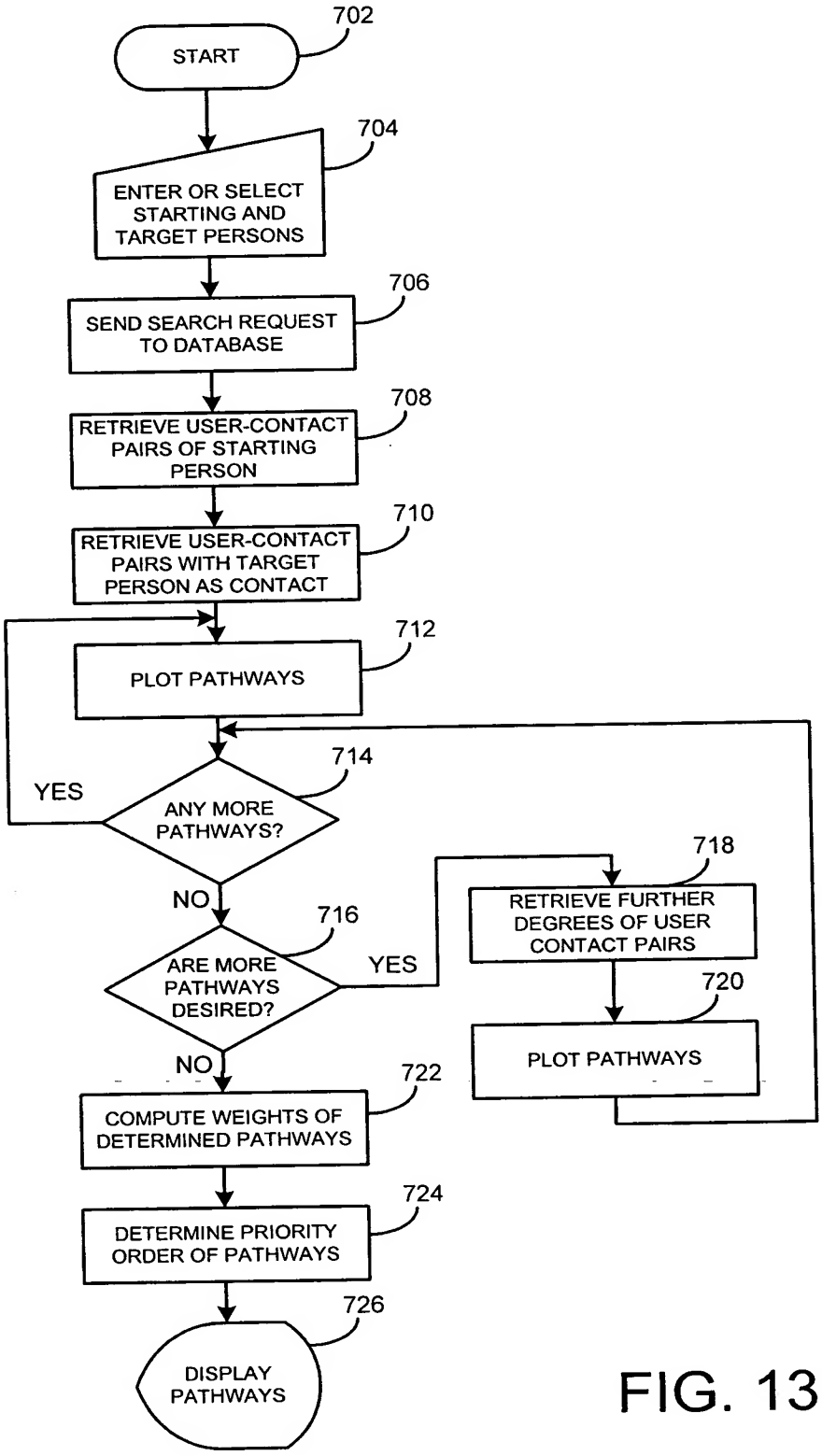
702
START
704
ENTER OR SELECT STARTING AND TARGET PERSONS
706
SEND SEARCH REQUEST TO DATABASE
708
RETRIEVE USER-CONTACT PAIRS OF STARTING PERSON
710
RETRIEVE USER-CONTACT PAIRS WITH TARGET PERSON AS CONTACT
712
PLOT PATHWAYS
714
ANY MORE PATHWAYS?
YES
NO
716
ARE MORE PATHWAYS DESIRED?
YES
NO
718
RETRIEVE FURTHER DEGREES OF USER CONTACT PAIRS
720
PLOT PATHWAYS
722
COMPUTE WEIGHTS OF DETERMINED PATHWAYS
724
DETERMINE PRIORITY ORDER OF PATHWAYS
726
DISPLAY PATHWAYS

FIG. 13

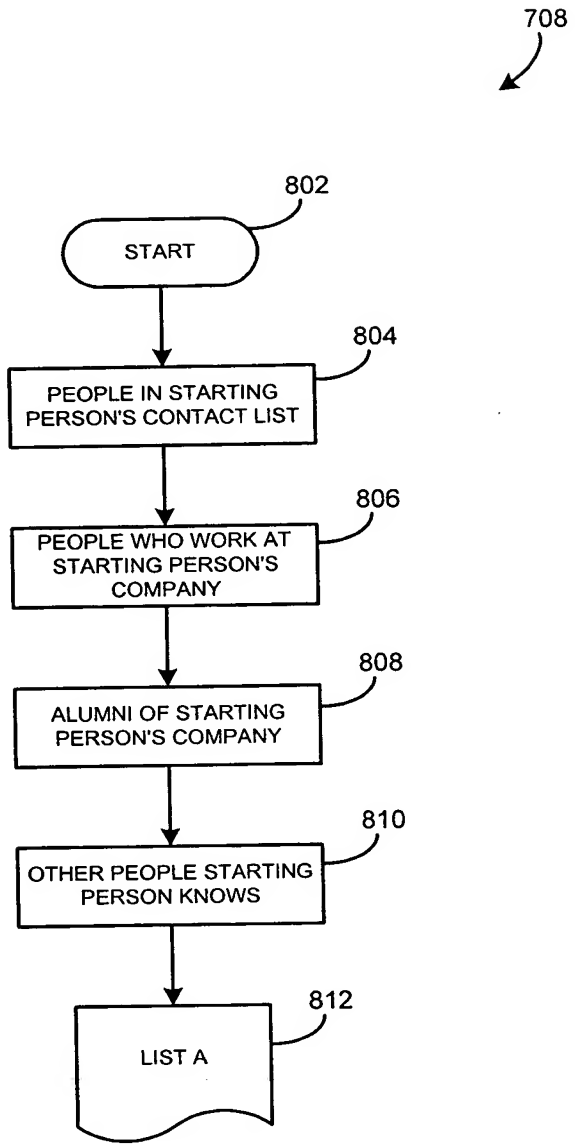
708
802
START
804
PEOPLE IN STARTING PERSON'S CONTACT LIST
806
PEOPLE WHO WORK AT STARTING PERSON'S COMPANY
808
ALUMNI OF STARTING PERSON'S COMPANY
810
OTHER PEOPLE STARTING PERSON KNOWS
812
LIST A

FIG. 14

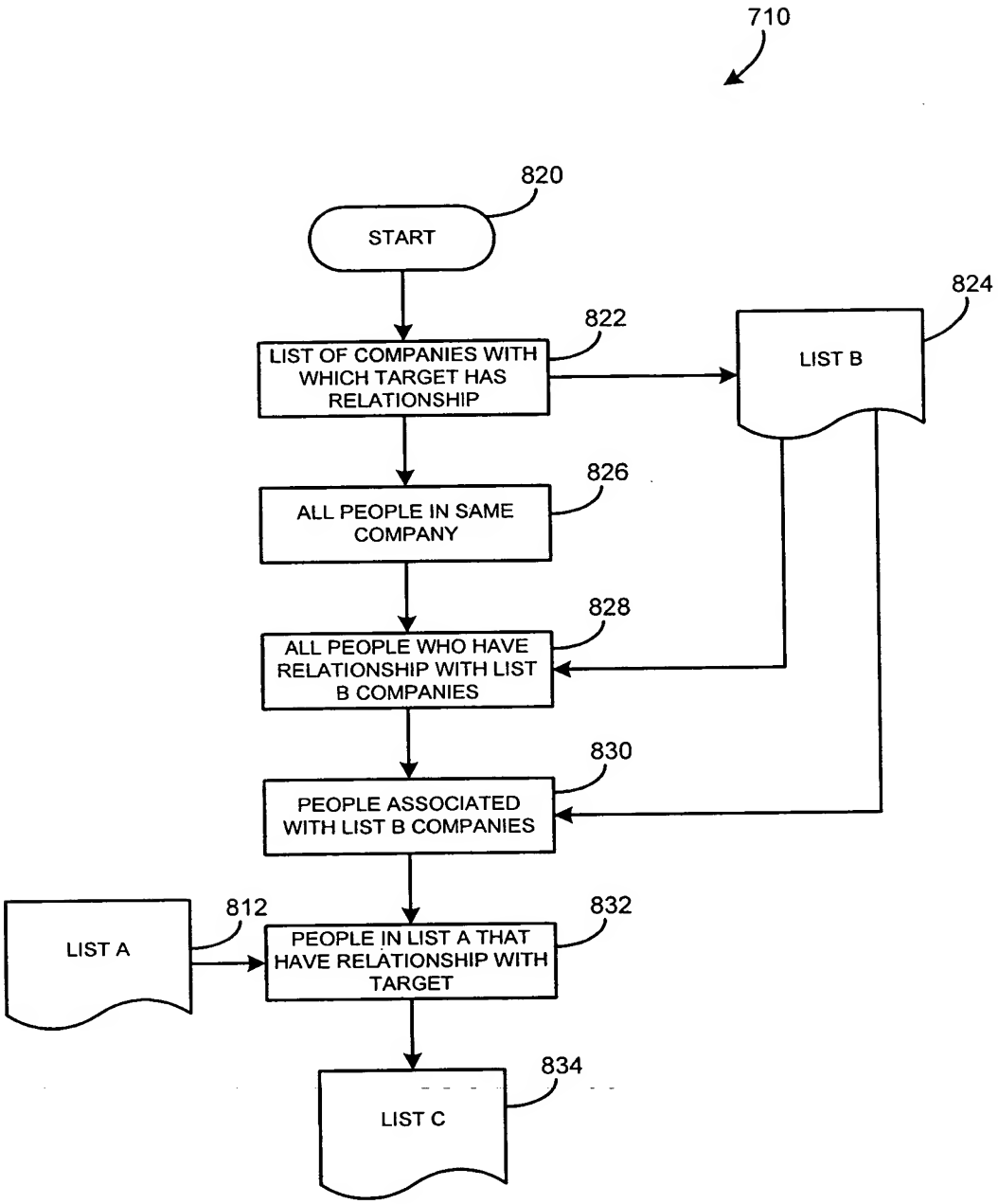
710
820
START
822
LIST OF COMPANIES WITH WHICH TARGET HAS RELATIONSHIP
824
LIST B
826
ALL PEOPLE IN SAME COMPANY
828
ALL PEOPLE WHO HAVE RELATIONSHIP WITH LIST B COMPANIES
830
PEOPLE ASSOCIATED WITH LIST B COMPANIES
812
LIST A
832
PEOPLE IN LIST A THAT HAVE RELATIONSHIP WITH TARGET
834
LIST C

FIG. 15

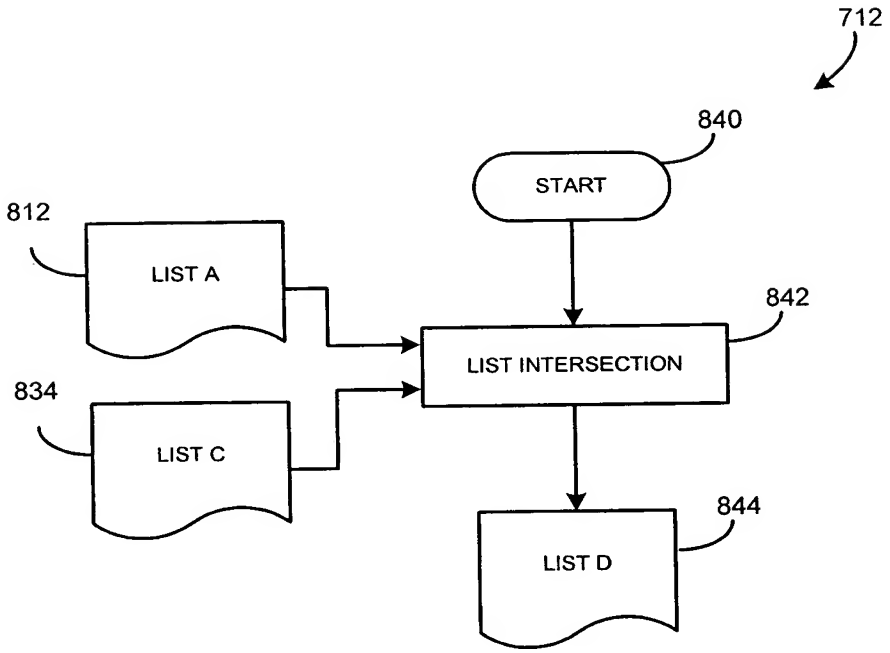
712
840
START
812
LIST A
842
LIST INTERSECTION
834
LIST C
844
LIST D

FIG. 16